

#### **Ahmed Moharam**

#### **Director Of Engineering**

97 Alsaudia Buildings, Alzaitoun, Cairo, 11281, Egypt T: +20224516902 M: +201060121022 E: ahmed42203@msn.com Birth Date:21/11/1960

#### PERSONAL SUMMARY

An experienced, practical and forward thinking individual who has a thorough understanding of how Facility Management works. [Ahmed Moharam] is able to resolve any building problems in a fast, effective and efficient manner. He has a comprehensive understanding of facility management, and more than 30 years proven track record of managing workplace environments.

A high performing Facilities Manager who is able to maintain a site in a good state of appearance, maintenance and repair. He can bring unique perspectives to this role and is a competent and focused Manager who is able to co-ordinate the maintenance and technical requirements of any site. His key strengths include; keeping facility operating costs to a minimum, and ensuring that all third party contract activities comply with the company's legal, Health and Safety, Quality Management and environmental policies.

#### AREAS OF EXPERTISE

- HVAC
- · Hotels Pre-Opening
- · FF&E and Budgeting

WORK EXPERIENCE

- PPM Planning
- · Technical Corrective Auditing
- FLS Implementing

- · Energy Management
- · Property O&M

Coral Sea Resorts Sharm El Sheikh

DIRECTOR OF ENGINEERING July 2019 - Present

- Responsibilities
  - Providing a high level of property maintenance
  - Overall responsibility for maintaining the building, grounds and physical plant with particular attention towards safety, and asset protection
  - Managing the budget, capital expenditure projects, preventative maintenance and energy conservation
  - Developing and implementing strategies that will deliver products and services, which meet or exceed the needs and expectations of guests and employees while maximizing the financial performance
  - Maintaining standards and regulatory requirements
  - Leading the emergency response team for all facility issues
  - Responsible for the overall operation and maintenance of all electrical, mechanical, and HVAC equipment
  - Managing facilities management teams
  - Mechanical maintenance of HVAC, lifts and generators
  - 10. Erecting or dismantling temporary structures

• Concorde El Salam Hotels & Resorts [320 rooms 40 years old historical 5 stars city hotel based in Heliopolis, Cairo, Egypt]

DIRECTOR OF ENGINEERING April 2015 - July 2019

#### Achievements at Concorde El Salam Hotel-Cairo

- 1. We have been awarded the <u>Lloyd's Approval certificates</u> two times within the past three years for applying high advanced standards in regards to operation, security, food hygiene and industrial safety
- 2. We succeeded to reduce the monthly energy and water consumption by 30 % by following a very efficient energy management plan
- 3. We have succeeded in implementing an efficient PPM Master Plan, Ken Fix Program, Legionella Protocol which were significantly impacted positively on working orders and the life time cycle of all equipment and assets
- 4. Replacing the depreciated fuel burners of all boilers into natural gas ones in order to reconditioning the existing boilers as good as new and for the purpose of energy saving (Investment ROI = 14 months)
- 5. Successfully met the challenge of replacing the whole interior old broken depreciated st. domestic water piping network into brand new aquatherm piping network complete with isolating valves in an operating hotel with a minimum guest complains with a total FF&E budget of 3.5 Million EGP
- 6. Increase the average rate and occupancy year on year as a result of improving the facilities and making our hotel safe hotel guests love
- 7. Implementing a new operating standards and Engineering Manual
- Misr Real Estate Development [High Rise Admin Tower of 17 Stories , One Resort of 366 rooms]

MEP PROJECTS & MAINTENANCE DIRECTOR March 2011 - January 2015

• IHG Cairo City Stars [800 rooms]

RELOCATED AND PROMOTED WITHIN THE SAME ORGANIZATION ENGINEERING CONSULTANT October 2010 - February 2011

• IHG Port Ghalib Complex [Four Resorts of total 1200 rooms]

RELOCATED AND PROMOTED WITHIN THE SAME ORGANIZATION
AREA DIRECTOR OF ENGINEERING May 2009 - September 2010

IHG Taba Heights Resort [503 rooms]

CHIEF ENGINEER May 2007 - May 2009

• ACCOR Hotels, Novotel 6th of October Hotel [240 rooms]

RELOCATED AND PROMOTED WITHIN THE SAME ORGANIZATION CHIEF ENGINEER May 2004 - April 2007

• ACCOR Hotels, Sofitel Winter Palace Luxor [350 rooms]

ASSISTANT CHIEF ENGINEER June 2002 - January 2004

Aldyar Company - KSA [Royal palaces and villas]

MECHANICAL ENGINEER September 1995 - August 2001

• ACCOR Hotels, Mercure Ismailia [195 rooms]

RELOCATED AND PROMOTED WITHIN THE SAME ORGANIZATION

ASSISTANT CHIEF ENGINEER June 1994 - August 1995

• ACCOR Hotels, Mercure Luxor [230 rooms]

SENIOR ENGINEER May 1992 - April 1994

• Military Factory 18 [Military Aids]

HVAC MECHANICAL ENGINEER March 1985 - April 1992

#### PROFESSIONAL SKILLS

- · Excellent management and supervisory skills.
- · A good level of commercial awareness.
- Dealing with issues in a proactive and timely manner.
- Can prioritize in a complex and fast-paced environment.
- · Professional in appearance and presentation.
- Excellent knowledge of maintenance services [Corrective, Preventive]
- Track record of inspiring teams to move a business forward.
- Understanding of compliance issues and statutory regulations such Health & Safety.
- · Negotiating the best deals with contractors and suppliers.
- IT literate in MS office and systems management software.
- Can comfortably work in a corporate environment.
- HVAC & Energy Management Expert

#### **KEY SKILLS**

#### **Operational Management:**

- Maintaining excellence in customer care.
- Allocating resources, both human and material, to maximize performance and efficiency.
- Planning, organizing and coordinating special events and functions
- Identifying and following up business opportunities, instigating initial contact with decision-makers to raise corporate profile and awareness of services.
- Ensuring compliance with Health & Safety and Health & Hygiene legislation.
- · Stock management, rotation, replenishment and stocktaking.
- Identifying and selecting suppliers/wholesalers ensuring cost-effectiveness.

#### Financial Management:

- Autonomous P&L control with responsibility for maximizing year on year turnover & profitability.
- · All aspects of Yield management and production of annual budgets.
- · Payroll management.

#### Personnel Management:

- Interviewing, assessing and recruiting suitable applicants across disciplines.
- Devising, implementing and delivering in-house training.
- · Conducting regular reviews and appraisals.
- Negotiating and finalizing corporate contracts, eg: government departments and external authorities.

#### **EDUCATION**

Shoubra Faculty Of Engineering / Zagazig University, Cairo January 1978 - May 1984

BSC in Mechanical Engineering, Power Mechanical Engineering

#### HOBBIES

Music Listening , Table Tennis , Reading , Travelling

#### **LANGUAGES**

• Arabic : Native

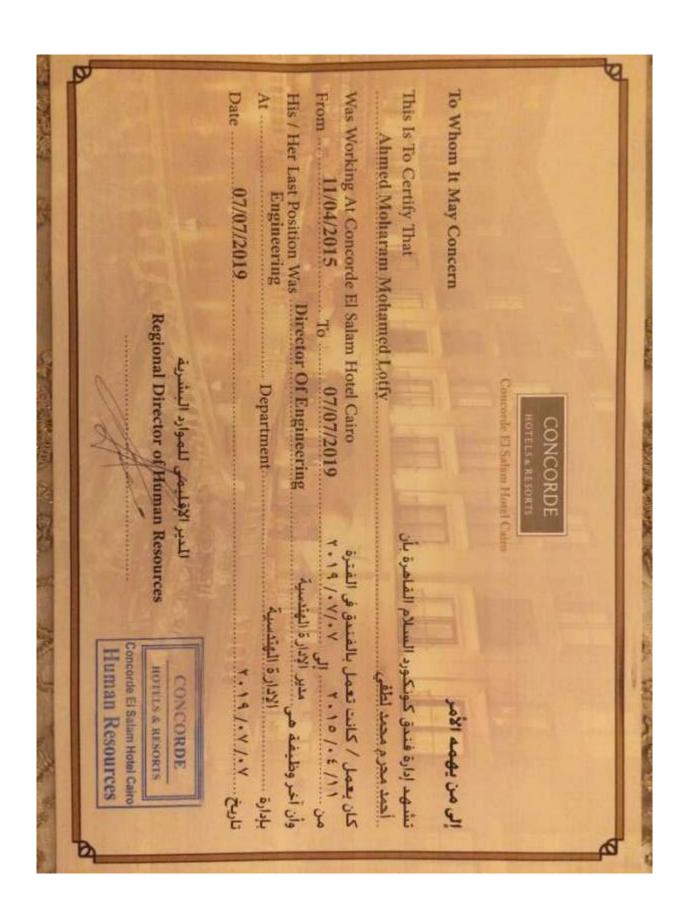
• English : Very Good

#### TRAINING COURSES & SEMINARS

- 1- PMP Advanced Training Course by BECOM Academy
- 2- Predictive maintenance Program by Vibration Analysis [1988] By IRD
- 3- Complete maintenance program [1990] By ISTRANIC
- 4- Operating and maintaining the Central Air Conditioning Plants [1991] By Coldair Company Egypt
- 5- Training The Trainer [2003] at Sofitel Winter Palace Luxor Hotel
- 6- Green Engagement and Energy Saving Seminar [2010] at IHG Crown Plaza Hotel Yas Island Abu Dhabi

#### REFERENCES

Name	Job Title	Phone Number	Email Address
Tom J. Bauer	Former Area GM at IHG	0043 680 310 8 370	thomas.bauer@vitality-world.com
Sean Reynolds	Former Area DOE at IHG Egypt- Libya		crispinreynolds@gmail.com
Ibrahim Nashaat	GM IHG Cairo City Stars	002 01223110773	<u>Ibrahim.nashaat@ihg.com</u>
Sherif Abd El Hamid	GM Concorde El Salam Cairo	00201222106306	Sherif.abdelhamid@concorde-eg.com
Ahmed Younes	GM at Movenpick Jeddah	00966509840021	Ahmed.younes@movenpick.com
Ahmed Reda	Engineering Sector Head at Misr Real Estate Development	002 01003434655	bezobom@yahoo.com
Eng. Mamdouh Ebada	EMAK CEO and Technical Affaires Egypt	002 01227757523	makayaom04@yahoo.com
Dr. Khalid EL Farra	EMAK Technical Consultant	002 01000153515	drkhaled.elfarra@gmail.com





#### CERTIFICATE OF APPROVAL

This is to certify that the Management System of:

#### Concorde Al Salam Hotel Abel-Hamid Badawi Street Heliopolis - Cairo Egypt

has been approved by Lloyd's Register Quality Assurance to the following Management System Standard:

#### OHSAS 18001:2007

The Management System is applicable to:

#### Management of Hotel and Leisure Facilities

Approval

Certificate No: MEA6007251/A

Original Approval: 22 December 2008

Current Certificate: 26 April 2016

Certificate Expiry: 21 December 2017

Issued by: Lloyd's Register Egypt LLC - Cairo for and on behalf of Lloyd's Register Quality Assurance Limited



LRQA Egypt, 13 Ramo Gardens, Elnasr Road, Nasr City, Cairo, Egypt,
For and on behalf of LRQA Ltd., 1 frinity Park, Bickenhill Lane, Birraingham, E37 755, United Kingdom
This agrows a cared out in accordance the LRQA accordent and certification presedures and countries by USGA.
This use of the LRAA Accordates on Mark Indicates Accordates in present of those accorded by the Accordition Certificate Number.



# Research & Commercial Studies Center Faculty Of Commerce - Cairo University

Certificate



This is to certify that

Eng. Ahmed Moharam Lotfy

Misr Real Estate Development Company

"Team Building"

Course held in 31-3-2012 for Three Days

Director

Dr. Mohamed Al-Mohamady Al-Mady





# INTERCONTINENTAL.

# Certificate of Recognition

This certificate is awarded to

Thmed Moharam

In recognition of your valuable contribution to the success of the 2010 IHG EMEA Conference

2

Thierry Perrot

Area General Manager IHG Cairo Citystars & General Manager InterContinental Cairo Citystars - Grand

Nasser Fadly
Area Director of Human Resources
1HG Egypt & Libya

## Emak For Utilities and Services S.A.E.



إيماك للمرافق والخدمات ش.م.م

Date: 31/5/2011

To Whom It May Concern,

This is to confirm that Mr. Ahmed Muharam has been employed by Emak as from May 2009 to September 2010, in the position of "Area Director of Engineering" under the umbrella of "Intercontinental Hotel Group" the operator of three of Emak hotels in Port Ghalib – Marsa Alam.

During this period, Mr. Muharam has performed his duties and responsibilities in the most professional way. His efforts in developing necessary operation and maintenance systems and manuals to a diversified and state of the art infrastructure of the resort destination were noticeable and highly appreciated. He has also participated in creating and training of required manpower that are necessary to operate and maintain our valuable assets in Port Ghalib.

We wish Ahmed every success in his professional future and confirm that he will represent a valuable asset to any firm that he may join in the future.

Eng. Mamdouh Ebada

General Manager
Technical Affairs & Engineering Directorate
Al-Kharafi Group



#### Mr. Ahmed Moharam Mohamed Lotfy.

Area Director of Engineering

Dear Ahmed,

On behalf of the IHG- PG family, we would like to thank you for your cooperation & contribution during your work period at IHG - PG

This is to clarify your employment from May 5th 2009 until September 20th, 2010 in the capacity of Area Director of Engineering

Once again thank you for your cooperation and it was our pleasure to have as an effective team member from IHG – PG family

Wishing you all the best & success in your up coming roles

Best Regards,

Bill Sheppard

Area General Manager IHG Port Ghalib



#### TO WHOM IT MAY CONCERN

In my entire career, I never had the pleasure and honor to work with anybody similar out of the engineering fields. Be it the stunning knowledge in any field you can imagine, be it the drive to achieve results and to finalize duties on time, be it to have somebody who openly shares his point of view and be it to accept as well to devote everything to the bigger picture - this is Mr. Ahmed Moharam. If I would need again an Area Director of Engineering, I would not hesitate to contact him again to give me the honor to work with him again.

Best regards,

Tom J. Bauer

thomas.bauer@vitality-world.com

*General Manager at Vitality World Hotel & SPA* Tel.: 0043 680 310 8 370

And Former Area General Manager

IHG Port Ghalib Resorts - Marsa Alam - Red Sea Egypt





To : Eng. Ahmed Moharam - Chief Engineer

From : Galal El Safty - General Manager

Date : April 20th , 2007

NOVOTEL 6" OF OCTOBER HOTEL Subject : Thanks Letter

EXT 25 to of July 10.

beads M U.S.T University

w<sup>th</sup> all Occupies sity.

201 | 02/819 7399 Fac 02/819 2010

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Dear Eng. Ahmed;

This is to thank you for your efforts during the period of your assignment in hotel Novotel – Cairo 6th of October city.

You have contributed positively during the opening process of the hotel and the set up of the Engineering department.

You were also able to experience a wealth of knowledge during this period, which will hopefully help you in your next assignment.

We all wish a good luck in your further endeavors

With my best wishes

Galal El Safty General Manager

Tun



#### Dear Eng. Ahmed Moharam,

NOVOTEL A" OF OCTOBER HOTEL

EXT. 26 th of July st.

Deside M.U.S.T. University

6th of Outaber city.

Tal. 92/837/7100

Fax:01(617 1070

Www.movoset.com

www.moscoct.com

This is to thank you in recognition for your active participation during the inauguration party organized in the hotel on the 17th of May 2005. Your efforts as a valid team member of hotel Novotel Cairo 6th of October City have helped a great deal to make this event a successful and a memorable one. We are counting on you and the rest of the team to make our hotel a venue for the clients who are looking for quality service and a relaxing atmosphere.

Keep up the hard work,

Best Regards,

Galal El Safty General Manager









## Letter of Appreciation

Dear Mr. Ahmed Moharam Assistant Chief Engineer, Sofitel Winter Palace

Representing the Sofitel Taba Heights team, I would like to extend my gratitude and appreciation to your good self in thanks for all the overwhelming effort you have exerted during the pre / post opening period of our hotel.

You have proven to be an essential factor in the success of our opening, while showing professionalism and passion of the most refined intensity. Be assured that the strength and energy you arrived with will persist, and will always remain a fundamental element of our team spirit, and the prevalence of our operation.

It was truly a pleasure having you with us.

Ahmed Anis

General Manager Sofitel Taba Heights



# Opening Team Certificate

This certificate has been awarded to

Ahmed Moharam

Assistant Chief Engineer, Sofitel Winter Palace

in appreciation for the outstanding effort and exceptional commitment provided as an integral member of the Sofitel Taba Heights Opening Team

September 2003

Ahmed Anis General Manager Aref El Kashef Human Resources Manager



	بـــم الحداد
از	VAD DI
EMPLOYMENT CONTRACT	عقدعمل
This contract is made and entered into	ثم الإطاق على ملنا الملد
this day of 140	
corresponding to 19	الوالق
by and between:	بن كل من: (١) تركة الديار التحامة والصيانة
(1)Company	(۱) در از
represented for signing this contract by	وينلها في التوقيع على هذا العقد/ المشيح / هاف معا
represented for signing this contract by	ادرساء مديع احتم المسانه
hereinafter referred to as "First Party"	وبنار إليه ليما بعد «بالطرف الأول»
(2) Mr	را أحدمح عد لطفي
Nationality	Supa cits
as per Passport No.	الرجب جواز سلر ولم
issued in	مادرمن
on	
hereinafter referred to as "Second Party."	ويشاراله فيما بعد «بالطرف الثالي»
The two parties do hereby agree as follows:	وقد ثم الا تفاق والتراضي بين الطرقين على ما بل:
ARTICLE - 1	। ।। ।। ।। ।। ।।
SUBJECT OF THE CONTRACT	موضوع المقد:
The Second Party hereby accepts to work for	يوافق الطمرف الناتي على المصل لدى الطرف الأول في
the First Party in the capacity of	وفيد محانيك
or in such other capacity as deems appropriate	أوأي عبل آخريتناسب مع مؤهلا له وخيراته
within his qualifications and experience in the	ل سها حدة
city of	
or any other place where the First Party	أو أي مكان أخر بارس فيه الطرف الأول
practices any activities within or outside	لثاط واعل أو خارج العلكة العربة السعودية.
the Kingdom of Saudi Arabia.	
ARTICLE - 2	:416181111:
TERM OF CONTRACT	مدة المقد :
a) The period of this contract is for	أ. يدا مدا البعد ل
(3)4)	
	1 2

commmencing on \_\_\_\_ /\_\_\_ /19\_\_The date the Second Party assumes his work with the First Party or on the date of the Second Party arrival to the Kingdom if recruited.

١٩م وهو تاريخ مباشرة الطرف الثاني العمل لدى الطرف الأول، أو تأريخ وصول الطرف الثاني للمملكة إذا كان مستقدما ولدة

- ب. يتهي المقد المدد المدة نلقائيا بنهاية مدنه ما لم يستمر -The specified period contract shall automoti الطرقان في تطبذه \_ حيث بصبح غبر محدد المدة ونقاً للمادة . cally terminate upon the expiry of its term and unless both parties continue to enforce the contract thereafter. It shall be considered renewed for an unspecified period as per Article No. 72 of Saudi Labour and Workmen Law.
  - (٧٢) من نظام العمل والعمال السعودي.
- ج. تعتبر الثلاثة أشهر البلادية الأول من ناويخ سربان هذا العقد The Initial three Gregorian months period begining from the commence date of this contract shall be considered as probation period for the benefit of the First Party who only shall have the right to cancel this contract during the probation period without award, indemnity or advance notice.

فترة اختبار لصالح الطرف الأول فقط بحق له خلالها فسخ المقد دون مكافأة أو تمويض أو انذار.

#### ARTICLE - 3 WAGES

: स्त्राधारः धा

For and in consideration of the Second Party satisfactory performance of all his sandces described herein, the First Party shall pay the Second Party a monthly basic salary of Saudi Rival\_ at the end of each Gregorian month.

عند أداء الطرف الثاني لخدماته المنصوص عليها في هذا العقد يدفع له الطرف الأول واتباً أساسياً شهرياً قدره ( .... . وبال سعودي) عند نهاية كل شهر ميلادي. ستة الأو ربال سعورك

OR

For and in consideration of the Second Party satisfactory performance of the services described herein, the First Party shall pay the Second Party a monthly basic salary of Saudi Rivals ) at the end of every Gregorian month. This salary shall represent the wages paid to the workman for the official daily eight hours of work and an amount of ) for three hours payment against the overtime of two hours per day.

عند أداء الطرف الثاني لحدماته النصوص عليها في هذا المقد \_ بدام له الطرف الأول راتباً أساسا شهر بأ قدره (- بين ... ) عند لهابة كل شهر ميلادي، ويثل هذا الرانب أجر العامل عن الشمان ساعات الرسعية ومبلغاً قدره (..... ربال سيودي) مقابل أجر ثلاث ماعات للساعتين الإضافيتين البومية.

#### ARTICLE - 4 **WORK HOURS:**

المادة الرابعة

ساعات العمل <u>^</u> ساعة لدة (٦) أيام في الأسبوع أو (6) hours for ... (<u>^ ك</u>) ساعة في الأسبوع، ويقوم الطرف الأول بتحديد ...hours per week. The working hours are. days per week or\_



#### ARTICLE - 14 GENERAL PROVISION

- 14-1 The Second Party undertakes to comply with all Laws and regulations and to take in consideration the Saudi Arabian customs and traditions through the validity period of this contract.
- 14-2 Saudi Labour and Workmen Law, regulations of the Social Insurance and any other regulations relating to this contract shall be the basis where the contract is silent.

#### ARTICLE - 15 CONTRACT VERSIONS

This contract is prepared in duplicate in both Arabic and English languages each party has retained a copy. In interpretation, the Arabic version should be applied. المادة الرابعة عشرة: نص عام:

ا ١٠١ ينهد الطرف الثاني بالالتزام بكافة الفوانين والنظم ومراعاة الأعراف والتقاليد العربية السعودية طوال مدة سريان هذا

- البقد.
- ٢-١٤ يكون نظام العمل والعمال السعودي ونظام التأمينات الاجتماعية والأنطعة ذات الصلة بهذا العقد هي الأساس في كل ما لم يرد به نص خاص في هذا العقد.

المادة الخامسة عشرة: نسخ العقسد:

This contract is prepared in duplicate in both مردهذا المقد باللنتن العربية والإتجليزية من نسختن بمنطط Arabic and English languages each party has re-



### Hotel Mercure Forsan Island

## فندق ماركيور جزيرة الفرسان الاسماعيلية

بسم الله الرحمن الرحيم

\*\*\*\*\*

ادارة شئون العاطين

\*\*\*\*

الموضوع : الى من يهمه الامر

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مرفقات ۽ بدون

التاريخ ١١/٥/١٧

الي من يهمه الا مر

تحية طيبة هعب

برجي العلم بان السيد المهندس/ احد محرم محد لطفي كان قد عمل بالفتدق
 في وظيفة ساعد كبير المهندسين في الفترة من ١٩٩٤/٦/١١ - ١٩٩٤/٨/٣١ وهذا
 وقد انتهت خدمته بالاستقاله \_ وكان حسن السبر والسلوك والانضهاط في العمل ،

وهذه شهادة منا بذلك ءءء

للعلم وشكسرا ءءء

سيد خالي هدير شٿون العاطـــــين

Paperse Received

Forsan Island - Ismailia - EGYPT

Tel.: Direct line from Cairo: 765322 - 768802

Manual: (064) 338040 / 41 / 42 P.O. Box: 77

Fax : (064) 338043

ACCOR

Mercure International Hotels

جزيرة القرمسان - الاسماعيلية - مصر تليفون مياشر: ٧٦٣٣٢ - ٧٦٨٠٢ - ٧٦٨٠٢ تليفون: ٣٣٨-٤٠/٤١/٤٢) صنفوق بريد: ٧٧ قاكس: ٣٣٨-٤٣ ( ٦٤٠ )

